

ANALISIS FAKTOR PENENTU KINERJA EKSPOR MANUFAKTUR: SUATU STUDI DI TIGA NEGARA BERKEMBANG

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ABSTRACT

The objective of this research is to analyze the influence of some determinant variables, such as external market conditions (world demand), the competitiveness, export diversification and the level of technology on three developing countries' export performance. Each country was analyzed in both terms, as an individual country and a country group. The analysis will take period during 1997-2001. This research examines also the differences among three countries in the light of changes in both external demand and domestic supply factors over the period by using sector-level data. The results show that export performance in most countries is relatively more sensitive to domestic factors, particularly the ability to compete in world markets (competitiveness) than to other factors. This research support also the emphasis placed by the opponents of trade pessimism on the importance of policies designed to improve domestic supply condition for exportables.

Keywords: *export, export promotion strategy, import substitution strategy, external demand and domestic supply factors.*